

Message Text

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ACTION COME-00

INFO OCT-01 AF-06 EUR-12 ISO-00 XMB-02 OPIC-03 EB-07 AID-05

RSC-01 /037 W
----- 024921

P 041600Z FEB 75

FM AMEMBASSY LOME

TO SECSTATE WASHDC PRIORITY 8813

INFO AMEMBASSY ABIDJAN

AMEMBASSY ACCRA

AMEMBASSY KINSHASA

AMEMBASSY PARIS

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PASS EXIM, OPIC, USDOC

E.O. 11652: N/A

TAGS: EIND, EFIN, BPRO, TO

SUZJECT: MAJOR US BUSINESS OPPORTUNITY: FERTILIZER PROJECT

REF: A) LOME 258 (NOTAL); B) LOME 247 (NOTAL)

1. MAURICE ASSOR, ECONOMIC ADVISER TO PRESIDENT EYADEMA, CALLED ON AMBASSADOR TODAY TO DISCUSS POSSIBILITIES OF AMERICAN PRIVATE PARTICIPATION IN TOGOLESE DEVELOPMENT PROJECTS. UNLIKE CREPPY (REF B), HE FOCUSED ON PHOSPHATE FERTILIZER PLANT RATHER THAN CIMAQ AND INDICATED LAMBERT IS IN FACT STILL INVOLVED IN LATTER.

2. ASSOR SAID HIS ASSOCIATES IN PARIS HAD CONSULTED ALREADY WITH DAVY POWERGAS (REF B), WHOSE PROPOSAL ALONG WITH OTHERS HAD BEEN SUBMITTED TO GOT. HE EXPECTS GOT TO AWARD CONTRACT FOR THIS \$140-150 MILLION PROJECT WITHIN TWO MONTHS.

3. DURING EYADEMA'S VISIT TO PARIS LAST FALL, ACCORDING TO

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ASSOR, FRENCH PRESSED PRESIDENT TO MAKE IT FRENCH FERTILIZER

PROJECT. ASSOR MENTIONED HE RECENTLY HAD TOLD BELGIAN CONCERN WHICH ORIGINATED IDEA FOR PROJECT THAT GOT UNDER NO OBLIGATION TO OFFER PARTICIPATION TO IT. HE EXPLAINED EYADEMA HAD GIVEN HIM CARTE BLANCHE TO PUT PROJECT TOGETHER, EXCLUDING GOT MINISTERS SO AS TO CENTRALIZE ARRANGEMENTS. ASSOR MENTIONED TWICE THAT PRESIDENT THOUGHT IT WOULD BE GOOD THING IF AMERICAN COMPANY PARTICIPATED. THIS IS SIGNIFICANT BECAUSE ASSOR HIMSELF SPEAKS ADMIRINGLY OF ATTITUDES AND CONDUCT OF W.R. GRACE IN CTMB COMPENSATION NEGOTIATIONS LAST YEAR. HE TAKES, INCIDENTALLY, FULL CREDIT FOR PROMPT COMPENSATION OF THIS NATIONALIZED COMPANY. IN ANY EVENT, HE PROBABLY HAS SOME INFLUENCE OVER PRESIDENT'S REACTIONS. AS WE ALL KNOW, AMERICAN CONNECTION WITH CTMB HAS NEVER BEEN MENTIONED. WE DOUBT MANY TOGOLESE ARE AWARE OF THIS CONNECTION.

4. AMBASSADOR ASKED WHAT EMBASSY COULD DO TO REINFORCE GOT'S CONTACT WITH AMERICAN COMPANIES, FOR EXAMPLE DAVY POWERGAS. ASSOR REPLIED HE HAD OWN ENGINEER NEGOTIATING ON FERTILIZER PROJECT WHO WOULD BE CONTACTING EMBASSY SOON. HE ALSO ADVISED THAT EQUITY IN FERTILIZER PROJECT TO BE SPLIT 50 PERCENT GOT, 25 PERCENT ZAIRE AND 25 PERCENT PRIVATE SECTOR.
RAWLS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LOME00274
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750040-1053
From: LOME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750275/aaaacpco.tel
Line Count: 84
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 LOME 258, 75 (NOTA LOME 247
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 14 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 MAY 2003 by ifshinsr>; APPROVED <14 MAY 2003 by MorefiRH>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: n/a
TAGS: BPRO, BTRA, BTIO, TO
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006